



People using knowledge to
turn building systems into
business advantages, together.

COMPANY OVERVIEW:

Trane is a division of American Standard. Our roots and our name are American, but our business is global. We're part of people's lives in more than 40 countries.

2002 ANNUAL REPORT RESULTS

American Standard

- \$10.545 billion sales
- 60,000 associates

Trane ranks #1 in chiller equipment in the U.S. for commercial systems:

- \$4.744 billion sales
- 17 plants
- 250 offices
- 1,800 sales representatives
- 4,000 service technicians

OUR VIRGINIA FAMILY:

Virginia Trane, Richmond 85 associates
Virginia Trane, Roanoke 120 associates
Damuth Trane, Norfolk 120 associates
Boland Trane, Washington, D.C. ... 110 associates

Virginia Trane (Richmond/Central VA)

10408 Lakeridge Parkway, Suite 100, Ashland, VA 23005
TEL: (804) 747-3588 / (877) 478-7263 / **FAX:** (804) 273-0119
<http://www.trane.com/AboutTrane/Contact/SalesOffices/richmond/richmond.asp>

Virginia Trane (Roanoke/Southwest VA)

2343 Highland Farm Road, Roanoke, VA 24017
TEL: (540) 563-2828 / (800) 444-7791 / **FAX:** (540) 366-4958
<http://www.trane.com/AboutTrane/Contact/SalesOffices/roanoke/roanoke.asp>

Damuth Trane (Norfolk/VA Beach/Eastern Shore)

1100 Cavalier Boulevard, Chesapeake, VA 23323
TEL: (757) 558-0200 / **FAX:** (757) 558-9715
<http://www.trane.com/AboutTrane/Contact/SalesOffices/norfolk/norfolk.asp>
www.damuth.com

Boland Trane (Washington, D.C./Northern VA)

12320 Parklawn Drive, Rockville, MD 20852
TEL: (301) 984-2400 / **FAX:** (301) 984-0956
<http://www.trane.com/AboutTrane/Contact/SalesOffices/washingtondc/washingtondc.asp>
www.boland.com



"Management emphasized the need for a permanent, reliable and efficient chiller plant."

Southside Regional Medical Center in Richmond replaced the chilled water plant and relocated key mechanical systems.

Trane air conditioning and heating systems let people control their own comfort year-round. We're a world leader in providing comfort indoors, with technology that helps protect air quality outside. We're committed to providing a comprehensive range of systems and services extending through the life of your building.

WHAT WE CAN PROVIDE:

Trane... The Equipment Company

- Chillers, Air Side, Unitary, Zone Units, Geothermal

Trane... The Controls Company

- Integrated Comfort Systems™ (ICS)
- Open Standard Protocols - Interoperability
- Reduced construction cycle and higher quality installation
- Leading supplier to U.S. new construction market

Trane... The Service Company

- Mechanical maintenance & automation maintenance
- Maintenance and operation training
- Extended warranty
- HVAC system upgrades
- Facility management - FACServices
- Temporary cooling - ChillerSource™

Trane... The Parts Company

- OEM replacement parts & compressors
- HVAC wholesale parts & supplies
- Local parts centers
- Rental equipment

Trane... The Turnkey Solutions Company

- Single-source supplier
- Comprehensive comfort solutions including design-build/turnkey installations, performance contracting, outsourcing/own & operate

Trane... The Application Expert

- Indoor air quality (ASHRAE Standard 62), CFCs (ASHRAE Standard 15), Energy (ASHRAE Standard 90)
- Acoustics
- Environment
- Building and system load analysis
- HVAC system and chiller plant design
- Air distribution and ventilation
- Building system controls
- HVAC system code compliance

ESCO 1 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)																																																																																			
SYNOPSIS OF OFFICE RESPONSIBLE FOR CONTRACT																																																																																				
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Submittal For (Project Title): RFP No. SRM-2002-104 / Services for Energy Performance Contracting																																																																																				
1) FIRM NAME AND ADDRESS: (office where work will be done) Trane, a Division of American Standard Inc. 4831 White Bear Parkway St. Paul, MN 55110 TELEPHONE: 651-407-4000 FAX: 851-407-4197 FEIN / SSN:		2) YEARS IN BUSINESS a) Under Present name: 73 years (1929 to present) b) List other names and years: The Trane Company 13 years (1913 - 1929)																																																																																		
3) NAMES OF PARENT COMPANIES: (if any) Not Applicable TELEPHONE: FAX:		4) SPECIFY TYPE OF OWNERSHIP: <table style="width: 100%;"> <tr> <td><input type="checkbox"/> Sole Proprietor</td> <td><input type="checkbox"/> MBE</td> </tr> <tr> <td><input type="checkbox"/> Partnership</td> <td><input type="checkbox"/> SBE</td> </tr> <tr> <td><input type="checkbox"/> Professional Corp.</td> <td><input type="checkbox"/> WBE</td> </tr> <tr> <td><input checked="" type="checkbox"/> Corporation</td> <td></td> </tr> </table> Virginia Certificate of Authority Dated: _____			<input type="checkbox"/> Sole Proprietor	<input type="checkbox"/> MBE	<input type="checkbox"/> Partnership	<input type="checkbox"/> SBE	<input type="checkbox"/> Professional Corp.	<input type="checkbox"/> WBE	<input checked="" type="checkbox"/> Corporation																																																																									
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<input checked="" type="checkbox"/> Corporation																																																																																				
5) NAMES OF NOT MORE THAN TWO PRINCIPALS TO CONTACT: (Title, e-mail, and Phone Number) <table style="width: 100%;"> <tr> <td>Bill Upthegrove</td> <td>Solutions Team Leader</td> <td>bupthegrove@trane.com</td> <td>(540) 563-2628</td> </tr> <tr> <td>Roger D'Alessio</td> <td>Complex Project Manager</td> <td>virginiatrane@trane.com</td> <td>(804) 747-3588</td> </tr> </table>					Bill Upthegrove	Solutions Team Leader	bupthegrove@trane.com	(540) 563-2628	Roger D'Alessio	Complex Project Manager	virginiatrane@trane.com	(804) 747-3588																																																																								
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6) PROPOSED CONSULTANTS OR OTHER OFFICES PROVIDING SERVICES: <table style="width: 100%;"> <thead> <tr> <th style="text-align: left;"><u>FIRM NAME</u></th> <th style="text-align: left;"><u>FUNCTION / RESPONSIBILITY</u></th> <th style="text-align: left;"><u>WORKED WITH PRIME BEFORE?</u></th> </tr> </thead> <tbody> <tr> <td>Virginia Trane - Roanoke</td> <td></td> <td>Yes</td> </tr> <tr> <td>Virginia Trane - Richmond</td> <td></td> <td>Yes</td> </tr> <tr> <td>Demuth Services, Inc. (T/A Demuth Trane)</td> <td></td> <td>Yes</td> </tr> <tr> <td>Boland Trane Services, Inc.</td> <td></td> <td>Yes</td> </tr> </tbody> </table> (Attach Firm Data Form ESCO-2 for each consultant or other office)					<u>FIRM NAME</u>	<u>FUNCTION / RESPONSIBILITY</u>	<u>WORKED WITH PRIME BEFORE?</u>	Virginia Trane - Roanoke		Yes	Virginia Trane - Richmond		Yes	Demuth Services, Inc. (T/A Demuth Trane)		Yes	Boland Trane Services, Inc.		Yes																																																																	
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ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO) PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): Trane, a Division of American Standard		
Submittal For (Project Title): RFP. No. SRM-2002-104/ Services for Energy Performance Contracting		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: GREGORY W. TATRO Regional Manager, Asset Management Services TYPICAL DUTY OR ASSIGNMENT: Responsible to plan for and grow the Contracting Solutions business, including performance contracting.		
2) ASSIGNMENT FOR THIS PROJECT: PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: Trane, A Division of American Standard		
4) YEARS OF EXPERIENCE: 10 years TOTAL EXPERIENCE 10 years WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: University of Illinois/ Bachelor of Science in Electrical Engineering Mercer University (Macon, GA)/ Master of Business Administration		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Current responsibilities include coordination with existing Trane District Office Management teams to plan for and grow the Contracting Solutions business within their territories. Also responsible for establishing a team-based environment/culture. As a fan coil product manager, responsibilities included pricing, budgeting, and forecasting. As a marketing engineer, responsibilities included support of the Trane field sales force for all business unit products. Led development of two windows-based performance selection programs. In addition, responsible for Trane's load design and energy analysis programs. Also responsible for the project management of two software projects with a combined 1994 revenue of over \$500,000.		
The foregoing is a statement of fact. Typed name and title: _____ Signature: William Upthegrove, Solutions Team Leader Date: _____		

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO) PERSONNEL QUALIFICATIONS		
Submitted By (Firm Name): Trane, a Division of American Standard			
Submittal For (Project Title): RFP No. SRM-2002-104/ Services for Energy Performances Contracting			
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.			
1) NAME AND TITLE: ROB STANEK Account Executive, Asset Management Services TYPICAL DUTY OR ASSIGNMENT: Provide leadership to internal and external sales teams in identifying, developing, and closing complex energy & facility improvement solutions. Negotiate long-term projects to profitable closure			
2) ASSIGNMENT FOR THIS PROJECT: PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT			
3) EMPLOYEE OF: Trane, A Division of American Standard			
4) YEARS OF EXPERIENCE: 10 years TOTAL EXPERIENCE 1 year WITH THIS FIRM			
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: University of Minnesota/ Bachelor of Science in Agricultural Business Management with Marketing Emphasis			
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____			
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Current duties include: Provide leadership to internal and external sales teams in identifying, developing, and closing complex energy & facility improvement solutions. Also responsible for developing financial project alternatives, delivering executive level presentations and proposals, and negotiating long term projects to profitable closure.			
The foregoing is a statement of fact. Typed name and title: _____ Signature: William Upthegrove, Solutions Team Leader Date: _____			

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO) PERSONNEL QUALIFICATIONS		
Submitted By (Firm Name): Trane, a Division of American Standard			
Submittal For (Project Title): RFP No. SRM-2002-104 / Services for Energy Performance Contracting			
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.			
1) NAME AND TITLE: STEVEN P. GONZALEZ Manager of Construction Services, Global Controls and Contracting TYPICAL DUTY OR ASSIGNMENT: Review, approval and acceptance of responsibility for performance of guaranteed energy savings Performance Contracts			
2) ASSIGNMENT FOR THIS PROJECT: PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT			
3) EMPLOYEE OF: Trane, A Division of American Standard			
4) YEARS OF EXPERIENCE: 11 years TOTAL EXPERIENCE 8 years WITH THIS FIRM			
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: University of Michigan / Bachelor of Science in Engineering / Mechanical Engineering			
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type Certified Energy Manager COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____			
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Current responsibilities include management and oversight of the engineering department, including B & E responsibility. Also responsible for recruiting and career development of engineering team. As an AMS engineer, responsible for assisting and providing technical support in identification, modeling and verification of energy conservation measures for performance contracting projects on a national basis for Trane.			
The foregoing is a statement of fact. Typed name and title: _____ Signature: William Upthegrove, Solutions Team Leader Date: _____			

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)		
PERSONNEL QUALIFICATIONS			
Submitted By (Firm Name): Trane, a Division of American Standard			
Submittal For (Project Title): RFP No. SRM- 2002-104 / Services for Energy Performance Contracting			
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.			
1) NAME AND TITLE: NEIL MALDEIS Project Developer, Global Control and Contracting Trane TYPICAL DUTY OR ASSIGNMENT: Responsible for the development of Federal Sector MEER projects on a global basis for Trane. Manages Trane and external resources throughout the MEER process.			
2) ASSIGNMENT FOR THIS PROJECT: PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT			
3) EMPLOYEE OF: Trane, A Division of American Standard			
4) YEARS OF EXPERIENCE: 20 Years TOTAL EXPERIENCE 4 years WITH THIS FIRM			
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: University of Minnesota/ Bachelor of Science in Mechanical Engineering			
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type Professional Engineer in the State of Minnesota Active Member of Association of Energy Engineers (AEE) Certified Energy Manager (CEM) COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER 24081			
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Over 18 years of experience as a mechanical/project engineer in the building construction and energy conservation fields. Recent experience with supporting the development of energy industrial and institutional facilities. Also responsible for defining and developing the scope of the energy conservation/savings solutions, determining the engineering content of the solutions, identifying /incorporating customer requirements and analyzing the financial feasibility of the program measures.			
The foregoing is a statement of fact. Typed name and title: _____ Signature: William Upthegrove, Solutions Team Leader Date: _____			

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO) PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): Trane, a Division of American Standard		
Submittal For (Project Title): RFP No. SRM - 2002-104/ Services for Energy Performance Contracting		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: MICHAEL CISZEWSKI Manager of Comprehensive Solutions Operations, Global Controls and Contracting TYPICAL DUTY OR ASSIGNMENT: Responsible for performing oversight of all projects from acquisition through fulfillment.		
2) ASSIGNMENT FOR THIS PROJECT: PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: Trane, A Division of American Standard		
4) YEARS OF EXPERIENCE: 22 years TOTAL EXPERIENCE 1 year WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: New Jersey Institute of Technology (Newark, NJ)/ Mechanical Engineering Jersey City State College / Mechanical Engineering		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type New Jersey Stationary Engineer COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER A-56220		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Performed project management on projects up to 50MM. Installed HVAC, roof and parking lot retrofits throughout the northeast. Implemented comprehensive computerized maintenance systems.		
The foregoing is a statement of fact. Typed name and title: Signature: William Upthegrove, Solutions Team Leader Date:		

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BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: MICHAEL J. BOSQUEZ Manager of Controls Operations, Global Controls and Contracting TYPICAL DUTY OR ASSIGNMENT: Provide leadership to internal and external operations teams in successfully executing controls projects. Develop and implement processes, tools and direction to field in their controls business.		
2) ASSIGNMENT FOR THIS PROJECT: PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: Trane, A Division of American Standard		
4) YEARS OF EXPERIENCE: 20 years TOTAL EXPERIENCE 8 years WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: University of Minnesota/ Bachelor of Science in Electrical Engineering University of Minnesota/ MBA, Carlson School of Management		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT 19 years in controls industries with direct responsibility for Controls Operations for Trane. Over 15 of years managing development and operational activities in controls applications.		
The foregoing is a statement of fact. Typed name and title: Signature: William Upthegrove, Solutions Team Leader Date:		

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BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: RICHARD J. MULLER Manager of Planning and Controls, Global Control and Contracting Trane TYPICAL DUTY OR ASSIGNMENT: Current responsibilities include developing and implementing standardized project planning, scheduling and controls reporting procedures with District offices.		
2) ASSIGNMENT FOR THIS PROJECT: PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: Trane, A Division of American Standard		
4) YEARS OF EXPERIENCE: 20 years TOTAL EXPERIENCE 2 years WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: Associated Business Management and Administration Degrees Primavera P3 and Sure Trak advanced training classes Trane Project Leadership, Estimator, and shared values training Industry Courses in job supervision, project controls & job safety		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT		
The foregoing is a statement of fact. Typed name and title: Signature: William Upthegrove, Solutions Team Leader Date: _____		

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BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: THOMAS L. MILLER Manager of Finance, Global Controls & Contracting TYPICAL DUTY OR ASSIGNMENT: Responsibilities include developing and maintaining third party financial service relationships. Also develops financial project alternatives and aids in long-term projects to a profitable closure.		
2) ASSIGNMENT FOR THIS PROJECT: PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: Trane, A Division of American Standard		
4) YEARS OF EXPERIENCE: 29 years TOTAL EXPERIENCE 14 years WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: Southwestern University/ Bachelor of Science Management Development Program		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type Equipment Lessors Association COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Current responsibilities include developing and maintaining third party financial service relationships. Also, responsible for developing Trane's leasing capabilities ensuring that Trane's projects that require financing are managed to the best benefit of the customer and the Trane Company. Developer of financial project alternatives and aid long-term projects profitable closure.		
The foregoing is a statement of fact. Typed name and title: _____ Signature: William Upthegrove, Solutions Team Leader Date: _____		

Date: _____

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BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Bill Upthegrove, C.E.M. Solutions Team Leader TYPICAL DUTY OR ASSIGNMENT: Provide building solutions through energy and engineering expertise		
2) ASSIGNMENT FOR THIS PROJECT: PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: Virginia Trane, Roanoke		
4) YEARS OF EXPERIENCE: 25 years TOTAL EXPERIENCE 24 years WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: Michigan Technological University/ Bachelor of Science in Civil Engineering		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type Certified Energy Manager COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Trane Project Management Experience in HVAC since 1977 Trane Top Ten (4 years)		
The foregoing is a statement of fact. Typed name and title: _____ Signature: William Upthegrove, Solutions Team Leader Date: _____		

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO) PERSONNEL QUALIFICATIONS		
Submitted By (Firm Name): Trane, A Division of American Standard			
Submittal For (Project Title): RFP No. SRM- 2002-104 / Services for Energy Performance Contracting			
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.			
1) NAME AND TITLE: JASON E. BINGHAM Sales Manager TYPICAL DUTY OR ASSIGNMENT: Coach, mentor, supervise, manage and organize the acquisition department for Virginia Trane-Roanoke			
2) ASSIGNMENT FOR THIS PROJECT: Ultimate responsibility for the success of the project as seen in the eyes of the customer and the company PRECENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: 10%			
3) EMPLOYEE OF: Virginia Trane, Roanoke			
4) YEARS OF EXPERIENCE: 11 Years TOTAL EXPERIENCE 11 years WITH THIS FIRM			
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: University of Tennessee/ Bachelor of Science in Electrical Engineering			
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____			
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Technical Courses: The Trane Company - Performance Contracting Trane Professional Sales Engineering Training Program The Trane Company - Counselor Sales, I, II, III and Leadership Management Sales leadership Program Sales Process training			
The foregoing is a statement of fact. Typed name and title: Signature: William Upthegrove, Solutions Team Leader Date:			

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)		
		PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): Trane, A Division of American Standard			
Submittal For (Project Title): RFP No. SRM- 2002-104 / Services for Energy Performance Contracting			
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.			
1) NAME AND TITLE: MARK A. DONIHE, P.E. Solutions Account Representative TYPICAL DUTY OR ASSIGNMENT: Providing building solutions through energy and engineering expertise			
2) ASSIGNMENT FOR THIS PROJECT: PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT			
3) EMPLOYEE OF: Virginia Trane, Roanoke			
4) YEARS OF EXPERIENCE: 15 years TOTAL EXPERIENCE 4 years WITH THIS FIRM			
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: Georgia Tech / Bachelor of Industrial and Systems Engineering			
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type Certified T&B Engineer Licensed Professional Engineer COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # 029263			
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Performed HVAC Testing & Balancing. Project sizes from small to large Hospitals. Performed Building HVAC and plant ventilation studies; HVAC commissioning work; and building energy audits. Performed detailed HVAC systems inspections for commercial and industrial clients. Completed HVAC engineering projects; primarily design/build.			
The foregoing is a statement of fact. Typed name and title: Signature: William Upthegrove, Solutions Team Leader Date:			

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)	
	PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): Trane, A Division of American Standard		
Submittal For (Project Title): RFP No. SRM- 2002-104 / Services for Energy Performance Contracting		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: GARY GREENE Fulfillment Project Manager TYPICAL DUTY OR ASSIGNMENT: Responsible for making sure service jobs and service projects are correctly and successfully completed. Team Leader for Danville City Technicians.		
2) ASSIGNMENT FOR THIS PROJECT: PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: Virginia Trane, Roanoke		
4) YEARS OF EXPERIENCE: _____ TOTAL EXPERIENCE <u>23 years</u> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: Danville Technical Institute - Summa Cum Laude Graduate with Diploma in Air Conditioning and Refrigeration Technology		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type RSES Certified Backflow Testing & Prevention Certified COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____ <div style="text-align: right;"> American Welding Certified EPA Handling Certified Electrical Certified </div>		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Dale Carnegie Course, 1978 Trane Centravac Service Seminar, 1981 Carrier Centrifugal Fundamentals School II, 1983 Trane Energy Management Training Course, 1986 Newbern-Trane Proper Refrigerant Recover / Recycle Unit Operation, 1992		
The foregoing is a statement of fact. Typed name and title: _____ Signature: <u>William Upthegrove, Solutions Team Leader</u> Date: _____		

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO) PERSONNEL QUALIFICATIONS		
Submitted By (Firm Name): Trane, A Division of American Standard			
Submittal For (Project Title): RFP No. SRM- 2002-104 / Services for Energy Performance Contracting			
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.			
1) NAME AND TITLE: TOM OSTASIEWSKI Project Manager and Design - Team Leader TYPICAL DUTY OR ASSIGNMENT: Responsible for all construction and building automation system related work for the Roanoke office of Virginia Trane. Leads teams of project managers, designers, administrators, and technicians in the fulfillment of this work to high quality, timeliness, and financial standards.			
2) ASSIGNMENT FOR THIS PROJECT: PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT			
3) EMPLOYEE OF: Virginia Trane, Roanoke			
4) YEARS OF EXPERIENCE: 8 years TOTAL EXPERIENCE 7 years WITH THIS FIRM			
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: West Virginia University - Bachelor of Science in Mechanical Engineering			
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type Registered Professional Engineer COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # 033468			
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Trane Factory Training – Tracer Summit CPL Programming, 1997 Trane Factory Training – Project Management Certification, 1997 TMI Counselor Selling I The Lewis Institute: Project Management Tools, Practices and Principles Team-based Project Management			
The foregoing is a statement of fact. Typed name and title: _____ Signature: William Upthegrove, Solutions Team Leader Date: _____			

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)	
	PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): Trane, A Division of American Standard		
Submittal For (Project Title): RFP No. SRM- 2002-104 / Services for Energy Performance Contracting		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: DAVID A. PIERSON, P.E. Operations Manager TYPICAL DUTY OR ASSIGNMENT: Responsible for management and coordination of Fulfillment for both Roanoke and Richmond including financial, HR, and safety responsibilities		
2) ASSIGNMENT FOR THIS PROJECT: PRECENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: Virginia Trane, Roanoke		
4) YEARS OF EXPERIENCE: 20 years TOTAL EXPERIENCE 8 years WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: United States Naval Academy/ Bachelor of Science in General Engineering		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type Registered Professional Engineer COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # 025276		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Experience in HVAC industry since 1979 Twenty years experience in Energy Management, Building Control Systems, and HVAC systems		
The foregoing is a statement of fact. Typed name and title: _____ Signature: William Upthegrove, Solutions Team Leader Date: _____		

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)	
	PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): Trane, A Division of American Standard		
Submittal For (Project Title): RFP No. SRM- 2002-104 / Services for Energy Performance Contracting		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: DAN REYNOLDS Fulfillment Project Manager TYPICAL DUTY OR ASSIGNMENT: Coordinate service-related projects; manage Area Team Leaders; administer safety program		
2) ASSIGNMENT FOR THIS PROJECT: PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: Virginia Trane, Roanoke		
4) YEARS OF EXPERIENCE: 17 years TOTAL EXPERIENCE 15 years WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: Pittsylvania County Vocational Air Conditioning Course Danville Community College - Graduate, Air Conditioning and Refrigeration Technology		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type EPA Refrigerant Handling Certified Project Management Certified RSES Certified for proper refrigerant use Journeyman Level, Mechanical Certified COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Technical Courses Centrifugal Chillers Pneumatic Controls Electronic Controls Newbern-Trane Controls Seminar, 1991 Newbern-Trane Proper Refrigerant Recovery / Recycle Unit Operation, 1992 Introduction to Tracer Summit for Windows, 1998 The Management Association – Supervisor Training Program Experience in HVAC industry since 1985		
The foregoing is a statement of fact. Typed name Signature: William Upthegrove, Solutions Team Leader and title: Date:		

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)		
		PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): Trane, A Division of American Standard			
Submittal For (Project Title): RFP No. SRM- 2002-104 / Services for Energy Performance Contracting			
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.			
1) NAME AND TITLE: DAVID SMITH Project Manager TYPICAL DUTY OR ASSIGNMENT: Responsible for designing, installing and start up of Building Automation Systems.			
2) ASSIGNMENT FOR THIS PROJECT: PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT			
3) EMPLOYEE OF: Virginia Trane, Roanoke			
4) YEARS OF EXPERIENCE: 26 years TOTAL EXPERIENCE 8 years WITH THIS FIRM			
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: ACCA Refrigerant Transition and Recovery - Universal Certification			
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type Commonwealth of Virginia Certifications Master Electrician, Master Gas Fitter, Master Plumber, Master Building Related Mechanical, Virginia State Class "A" Contractors License COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____			
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Experience in mechanical / electrical industry since 1976			
The foregoing is a statement of fact. Typed name and title: Signature: William Upthegrove, Solutions Team Leader Date:			

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)	
	PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): Trane, a Division of American Standard		
Submittal For (Project Title): RFP No. SRM-2002-104 / Services for Energy Performance Contracting		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Willie Wakeland Fulfillment Project Manager TYPICAL DUTY OR ASSIGNMENT: Project Manager		
2) ASSIGNMENT FOR THIS PROJECT: On site supervisor of project. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: 5-20 PERCENT		
3) EMPLOYEE OF: Virginia Trane, Richmond		
4) YEARS OF EXPERIENCE: 25 TOTAL EXPERIENCE 25 WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: 12 years high school, 3 years technical school (Richmond Tech)		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type HVAC Master Card COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT 25 years of field experience, 1 year as Project Manager, 12 years field Supervisor		
The foregoing is a statement of fact. Typed name: Signature: _____ and title: William Upthegrove, Solutions Team Leader Date: _____		

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO) PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): Trane, a Division of American Standard		
Submittal For (Project Title): RFP No. SRM-2002-104 / Services for Energy Performance Contracting		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Roger D'Alessio Complex Project Manager TYPICAL DUTY OR ASSIGNMENT: Prequalifies and oversees all process steps in the negotiation, implementation and financial performance of performance based contracts.		
2) ASSIGNMENT FOR THIS PROJECT: Coordinate activities of all project personnel to deliver an acceptable scope of work and financial performance. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: 20 PERCENT		
3) EMPLOYEE OF: Virginia Trane, Richmond		
4) YEARS OF EXPERIENCE: _____ 6 _____ TOTAL EXPERIENCE _____ 1 _____ WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: Rider University, Lawrenceville, NJ - BA Economics/Political Science		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Six years of experience in executive performance - based energy savings contracts exclusively from the State of Virginia, with a concentration in K-12 and higher education vertical markets.		
The foregoing is a statement of fact. Typed name and title: _____ Signature: William Upthegrove, Solutions Team Leader Date: _____		

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)	
	PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): Trane, a Division of American Standard		
Submittal For (Project Title): RFP No. SRM-2002-104 / Services for Energy Performance Contracting		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Don DeLagrange Service Manager TYPICAL DUTY OR ASSIGNMENT: Coordinates and dispatches service personnel to fulfill service agreement.		
2) ASSIGNMENT FOR THIS PROJECT: Coordinate the required manpower to fulfill individual service agreements. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT:		
3) EMPLOYEE OF: Virginia Trane, Richmond		
4) YEARS OF EXPERIENCE: 26 TOTAL EXPERIENCE 1 WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: 12 years high school, 2 year technical air conditioning, some college		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Project Manager, new construction, retrofit, PC projects, energy usage monitoring.		
The foregoing is a statement of fact. Typed name: _____ Signature: _____ and title: _____ William Upthegrove, Solutions Team Leader Date: _____		

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)		
PERSONNEL QUALIFICATIONS			
Submitted By (Firm Name): Trane, a Division of American Standard			
Submittal For (Project Title): RFP No. SRM-2002-104 / Services for Energy Performance Contracting			
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.			
1) NAME AND TITLE: Mike Martin Contracting Team Leader TYPICAL DUTY OR ASSIGNMENT: Manage project managers, project engineers, technicians & support staff of contracting team.			
2) ASSIGNMENT FOR THIS PROJECT: Coordinate the required manpower to fulfill individual service agreements. Contracting aspects (contractual requirements), assigning and allocating resources. PRECENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT:			
3) EMPLOYEE OF: Virginia Trane, Richmond			
4) YEARS OF EXPERIENCE: _____ 12 _____ TOTAL EXPERIENCE _____ 5 _____ WITH THIS FIRM			
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: BS, Electrical Engineering, Old Dominion University AAS, Electronics, J. Sargeant Reynolds Community College			
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____			
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Management of all aspects of project management team. Experience in wiring, programming, trouble shooting DDC control systems. Scheduling sub-contractors and technicians and purchasing materials for projects and compliance to codes & specifications.			
The foregoing is a statement of fact. Typed name: _____ Signature: _____ and title: _____ William Upthegrove, Solutions Team Leader Date: _____			

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)	
	PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): Trane, a Division of American Standard		
Submittal For (Project Title): RFP No. SRM-2002-104 / Services for Energy Performance Contracting		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Randy Smith Sales Engineer TYPICAL DUTY OR ASSIGNMENT: Aid consulting engineers with the application of mechanical systems.		
2) ASSIGNMENT FOR THIS PROJECT: Design and specify mechanical systems. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT:		
3) EMPLOYEE OF: Virginia Trane, Richmond		
4) YEARS OF EXPERIENCE: 16 TOTAL EXPERIENCE 4 WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: BS Mechanical Engineering, University of Virginia, 1986		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT 10 years of experience as a consulting engineer designing and specifying mechanical and plumbing systems. Experience in project management, cost estimating and life cycle costing analysis. 6 years of experience as a Sales Engineer aiding engineers with the applications of systems and aiding contractors and owners with the procurement of systems.		
The foregoing is a statement of fact. Typed name: _____ Signature: _____ _____ William Upthegrove, Solutions Team Leader Date: _____		

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)	
	PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): Trane, a Division of American Standard		
Submittal For (Project Title): RFP No. SRM-2002-104 / Services for Energy Performance Contracting		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Keith G. Hopkins		
TYPICAL DUTY OR ASSIGNMENT: Account Executive		
2) ASSIGNMENT FOR THIS PROJECT: Project development, preliminary engineering, financial analysis, acquisition.		
PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: Damuth Services, Inc. - 1100 Cavalier Blvd. - Chesapeake, VA 23323		
4) YEARS OF EXPERIENCE: _____ 26 TOTAL EXPERIENCE _____ 24 WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: Danville Community College - Associate Degree in Heating & Air Conditioning Performance Contracting Certification 1996		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type		
COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT		
* 10 Years experience as a HVAC service technician		
* 4 Years experience as an Owner Account Manager		
* 10 Years experience in Performance based contracting sales		
* Acquired over \$17,000,000 in contracting sales		
* Responsible for acquisition, project development, preliminary engineering, financial analysis and application support.		
Typed name and title:		Signature: _____ William Upthegrove, Solutions Team Leader
		Date: _____

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)		
PERSONNEL QUALIFICATIONS			
Submitted By (Firm Name): Trane, a Division of American Standard			
Submittal For (Project Title): RFP No. SRM-2002-104 / Services for Energy Performance Contracting			
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.			
1) NAME AND TITLE: John D. Butler TYPICAL DUTY OR ASSIGNMENT: Direct Sales Team Leader/Account Executive			
2) ASSIGNMENT FOR THIS PROJECT: Project Development, preliminary engineering, financial analysis, acquisition. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT			
3) EMPLOYEE OF: Damuth Services, Inc. - 1100 Cavalier Blvd. - Chesapeake, VA 23323			
4) YEARS OF EXPERIENCE: _____ 16 TOTAL EXPERIENCE _____ 13 WITH THIS FIRM			
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: Iowa State University, BSME, 1986, Mechanical Engineering, Trane Graduate Engineering Program 1987, Performance Contracting Certification 1997			
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____			
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT * 8 Years of experience as a sales engineer specializing in HVAC applications, products and services. * 5 Years of experience in Performance based contracting sales. * Acquired over \$9,000,000 in contracting sales. * Responsible for acquisition, project development, preliminary engineering, financial analysis and application support.			
The foregoing is a statement of fact. Typed name and title: _____ Signature: William Upthegrove, Solutions Team Leader Date: _____			

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)	
	PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): Trane, a Division of American Standard		
Submittal For (Project Title): RFP No. SRM-2002-104 / Services for Energy Performance Contracting		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Scott Werszner		
TYPICAL DUTY OR ASSIGNMENT: Project Manager		
2) ASSIGNMENT FOR THIS PROJECT: Project Manager		
PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: Damuth Services, Inc. - 1100 Cavalier Blvd. - Chesapeake, VA 23323		
4) YEARS OF EXPERIENCE: _____ 21 TOTAL EXPERIENCE _____ 2 WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: New Castle County Technical Schools HVAC Service (4 Year) Degree Multiple Trane Project Management Seminars		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT * 20 + Years experience in HVAC commercial service * 6 Years experience in service, sales, operations management and responsible for departmental budgets in excess of 3.5 million dollars. * 16 Years experience obtained with The Trane Company - Wilmington, DE. * 3 Years project management experience in the range of \$800K to \$3.5 million each.		
The foregoing is a statement of fact. Typed name and title: Signature: _____ Date: William Upthegrove, Solutions Team Leader		

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO) PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): Trane, a Division of American Standard		
Submittal For (Project Title): RFP No. SRM-2002-104 / Services for Energy Performance Contracting		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Glenda Payne TYPICAL DUTY OR ASSIGNMENT: Project Administrator		
2) ASSIGNMENT FOR THIS PROJECT: Project Administrator PRECENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: Damuth Services, Inc. - 1100 Cavalier Blvd. - Chesapeake, VA 23323		
4) YEARS OF EXPERIENCE: _____ 30 TOTAL EXPERIENCE _____ 15 WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: Tidewater Community College - 1979/1980 Performance Contracting Project Administration Seminar- May 2000		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT * 3 Years experience as an accountant for Damuth Services, Inc. * 7 Years experience as a sales assistant for Damuth Services, Inc. * 5 Years experience as a project administrator and sales assistant for Damuth Services, Inc.		
The foregoing is a statement of fact. Typed name and title: _____ Signature: William Upthegrove, Solutions Team Leader Date: _____		

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)	
	PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): Trane, a Division of American Standard		
Submittal For (Project Title): RFP No. SRM-2002-104 / Services for Energy Performance Contracting		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: JERRY SCANLAN, Vice President - Sales TYPICAL DUTY OR ASSIGNMENT: Manage the acquisition and execution of orders for new HVAC equipment and controls		
2) ASSIGNMENT FOR THIS PROJECT: PRECENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: BOLAND TRANE SERVICES		
4) YEARS OF EXPERIENCE: _____ 20 TOTAL EXPERIENCE _____ 16 WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: 1986, UCLA/MBA - Strategy 1982, Notre Dame/BSME - Mechanical Engineer		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type 1986, Mechanical Engineering, California COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT 15 years HVAC service and new HVAC startup 18 years Automatic temperature controls and building automation system installation and commissioning		
The foregoing is a statement of fact. Typed name and title: _____ Signature: _____ William Upthegrove, Solutions Team Leader Date: _____		

Typed name and title: Signature: _____
William Upthegrove, Solutions Team Leader
Date: _____

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)	
	PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): Trane, a Division of American Standard		
Submittal For (Project Title): RFP No. SRM-2002-104 / Services for Energy Performance Contracting		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: PETE CUNNINGHAM, BES Operations Manager TYPICAL DUTY OR ASSIGNMENT: Manage new construction building automation installations and commissioning		
2) ASSIGNMENT FOR THIS PROJECT: PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: BOLAND TRANE SERVICES		
4) YEARS OF EXPERIENCE: _____ 35 TOTAL EXPERIENCE _____ 33 WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: Steam Fitter Local 602 Program TRANE Project and System Engineering, TRANE project Management		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT 15 years HVAC service and new HVAC startup 18 years Automatic temperature controls and building automation system installation and commissioning		
The foregoing is a statement of fact. Typed name and title: Signature: William Upthegrove, Solutions Team Leader Date: _____		